

Business MATCHMAKING



A Cooperative Agreement between SBA and HP Small Business Foundation.

Free Small Business Procurement Workshop

An Introduction to Business Matchmaking

Saturday, January 10, 2004

Cal State Fullerton Campus

8 a.m.-1 p.m.

There's never been a better time for you to do business with large corporations and government agencies. Recent changes in federal laws coupled with incentives provided to big business have made it much easier for your business to participate in a multi-billion dollar opportunity.

If you have just started doing procurement or have *no* experience in selling to federal, state or local government agencies or large corporations but have the desire – this Workshop is the right opportunity at the right time.

“I want to remind our fellow citizens that in order for our economy to recover, we must remember the strength and the importance of the small business owner in America.”

- President George W. Bush

What is The Small Business Procurement Workshop?

This half-day concentrated interactive session is designed to help small firms prepare to do business with government agencies and large corporations in every industry. This is excellent training for small companies that may participate in our Southern California Business Matchmaking procurement event February 9-11, 2004 in Anaheim. Experts from the U.S. Small Business Administration, Small Business Development Centers, SCORE, and the private sector will present an intensive hands-on training session covering these areas:

The January 10th workshop topics will include:

- Identifying government and large corporation procurement buyers
- Writing and submitting successful proposals
- Marketing to government and large corporations
- How Small Business Development Centers can help you
- The benefits of government certification and how it can afford your business the opportunity for growth
- How the February Business Matchmaking event will work
- How SCORE can mentor you
- How to secure financing with SBA guarantees and other sources

WWW.BUSINESSMATCHMAKING.COM

What is the Workshop's Agenda?

The Small Business Procurement Workshop highlights and explains key elements and resources available to small businesses of every kind wanting to grow.

7:00-8:00 a.m.	Registration, Check-In and Continental Breakfast
8:00-8:30 a.m.	Welcome and Preparing for the Business Matchmaking, February Southern California Event
8:30-9:00 a.m.	SBA – Small Business Administration – Procurement and Financing
9:00-9:30 a.m.	SBDC's – Small Business Development Centers – Resources and Financial Information
9:30-10:00 a.m.	SCORE – Service Corps of Retired Executives -- Consulting Services
10:00 a.m.	Break
10:15-11:00 a.m.	Dealing with the Federal Government
11:00-11:45 a.m.	Dealing with State and Local Government
11:45-12:30 p.m.	Dealing with Large Corporations
12:30-3:30 p.m.	Lunch, Networking, Consulting and Advance Registration for February Southern California Business Matchmaking

Where does the Workshop Take Place?

Cal State Fullerton Campus

Portola Pavilion (next to Titan Student Union)
800 N. State College Blvd
Fullerton, CA 92834
1-714-278-2011

How Do I Register?

To register, for the January 10th Workshop, visit www.BusinessMatchmaking.com and click on the "Southern California Procurement Workshop" link. For questions, please call Business Matchmaking customer service, 1-888-404-5524.

Registration is on a first come, first serve basis – space is limited. Those that attend the Small Business Procurement Workshop will receive advance, priority registration for Business Matchmaking in Anaheim **at no cost**.

This U.S. Small Business Administration (SBA) Cooperative Agreement is partially funded by the SBA.

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